



Business Breakfast on Berkeley Global Campus at Richmond Bay August 4, 2015

Healthy
RICHMOND 

RICHMOND MAIN STREET



CITY OF

Richmond

In cooperation with
University of California
at Berkeley

Business Breakfast Highlights

- **Partners: Healthy Richmond, Richmond Main Street, City of Richmond; Shout Outs: Roxanne Carillo Garcia, David Gray, Ofelia Alvarez & Sal Vaca, Sharon Cornu & her Facilitators)**
- **CWG Members: Amanda Elliott, Kyra Worthy, Josh Genser**
- **Nearly 100 Richmond Leaders attended; 80 local businesses**
- **Business Leaders participating in On-Line Survey to give feedback on draft local procurement recommendations and programs and strategies.**
- **Next Steps—Survey results will be shared with Adhoc Local Procurement Committee (Sept 15)**





BGC
Ad Hoc
Procurement
Committee

Community Working Group Members

Richmond Main Street Initiative - Amanda Elliott
4 Richmond / Chamber of Commerce - Kyra Worthy

Partners

Healthy Richmond - Roxanne Carrillo Garza
City of Richmond - Ofelia Alvarez
Haas Institute - Nadia Barhoum & Eli Moore
CCISCO and Nerd Crossings - Jim Hammack
WCC Business Development Center - Alex Gomez
Richmond Chamber of Commerce - Jacqueline Majors
Contra Costa County SBDC - Oscar Dominguez
Jabez Enterprise Group – Vernita Naylor

UCB & LBNL

Roesia Gerstein, Supply Chain Manager
Rubén Lizardo, Chancellor's Office
Hahn Kent, LBNL Small Business Development Manager

Meetings: 3:00pm, 1st Mondays, Richmond Main Street Initiative

Draft
Recommendations
by Ad Hoc
Procurement
Committee

UCB & LBNL should expand outreach and education on new construction and ongoing procurement
(immediate and happening now)

UCB & LBNL should set a specific goal for increasing procurement from Richmond businesses in construction and through regular procurement

UCB & LBNL should invest in and/or partner with Richmond strategies, programs and or partnerships that:

- **Address bonding challenges**
- **Increase access to capital**
- **Build capacity of Richmond businesses to compete**

UCB & LBNL should commit to regularly assess and address policies and protocols that create barriers for local, small and micro enterprises to access UCB and LBNL procurement opportunities



Ideas for
Procurement
or
Purchasing
Policies

- **Formal preferences for 25% local spend**
- **Partner large and small vendors**
- **First priority to Richmond businesses**
- **Set-aside contracts**
- **Vendor outreach events**
- **Preconstruction matching workshops**
- **Dedicated staff to meet with working group**
- **Incentivize procurement officers to meet goals**
- **Structure contracts and bidding process to encourage inclusion of small, minority and worker-owned businesses**
- **Blueprint room for contractors**



Access to Bonding, Capital and Insurance



- **Grants for capital improvements**
- **Prompt (bi-monthly) payments for contractors**
- **Expand City's Revolving Loan Fund**
- **New fund for launching and building capacity of small, locally and worker-owned businesses**
- **Wrap-around insurance policies**
- **Review insurance requirements so they are not onerous**
- **Improve bonding availability or couple with prime-sub contracts**

Building Business Capacity

- **Prepare small businesses for larger contracts**
- **Technical assistance including bid preparation, compliance, systems**
- **Restructure contracts so smaller firms can compete**
- **Supplier mentor/protégé program**
- **Incubator or dedicated center**
- **Increase certified supplier pool**

